

## Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 L-03 CIAE-00 INR-10  
NSAE-00 /034 R

DRAFTED BY COM/BEWT/OEWCA/EEAD/PHANLEY/SS  
APPROVED BY EUR/EE:CWSCHMIDT  
COM/BEWT/OEWCA/EEAD/SLOTARSKI  
COM/BEWT/OEWCA/ALJENKENS  
COM/BEWT/TDAD/DBOWIE  
STATE/EUR/BE/SFROMOWITZ

-----048400 021725Z /64

R 021456Z AUG 78  
FM SECSTATE WASHDC  
TO AMEMBASSY BUCHAREST

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E.O. 11652: N/A

TAGS: EEWT/RO

SUBJECT: NEW ROMANIAN TRADE PLANS

1. SUMMARY: IN HOUR MEETING, JULY 28, WITH BEWT/EEAD DIRECTOR SEVERANCE, BEWT/TDAD OFFICER BOWIE AND ROMANIA DESK OFFICER, ROMANIA TRADE OFFICIAL MIRCEA PLAISEANU OUTLINED SEVERAL MOVES ROMANIA MAY MAKE IN THE COMING MONTHS. THESE ARE: (1) ESTABLISHMENT OF JOINT CHAMBER OF COMMERCE; (2) ESTABLISHMENT OF TRADE OFFICES IN HOUSTON AND ATLANTA; AND (3) SPONSORING TWO SEMINARS ON QUOTE TRANSFER OF TECHNOLOGY UNQUOTE AND QUOTE COOPERATION IN MACHINE BUILDING UNQUOTE. END OF SUMMARY.

2. PLAISEANU INQUIRED ABOUT REGULATIONS FOR ESTABLISHMENT OF JOINT CHAMBER OF COMMERCE AND BEWT SUGGESTIONS FOR ORGANIZATIONAL STRUCTURE. WE PROMISED TO LOOK INTO ANY UNCLASSIFIED

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FEDERAL LAWS SUCH AS ALIEN REGISTRATION REQUIREMENTS, BUT REMINDED HIM THAT STATE AND LOCAL LAWS WOULD PROBABLY HAVE THE GREATEST EFFECT. PLAISEANU WAS CAUTIONED TO CONSULT LEGAL COUNSEL AND TO BE SELECTIVE IN CHOICE OF AMERICAN PARTNERS. SEVERANCE RECOMMENDED THAT THE GOR OBTAIN THE BY-LAWS OF CURRENT JOINT CHAMBERS OF COMMERCE SUCH AS THOSE WITH KOREA OR JAPAN FOR USE AS MODELS.

3. PLAISEANU STATED THAT ROMANIA WOULD LIKE TO ADD SATELLITE TRADE OFFICES IN ATLANTA AND HOUSTON AND NOTED HE HAD ALREADY SPOKEN TO STATE GOVERNMENT AGENCIES TO OBTAIN ECONOMIC INFORMATION ABOUT THE REGIONS. SEVERANCE REMINDED HIM THAT WHILE U.S. GOVERNMENT APPROVAL IS NOT TECHNICALLY REQUIRED, IT SHOULD BE OBTAINED TO ENSURE THAT ROMANIANS ARE ABLE TO OBTAIN VISAS FOR THE PERSONNEL TO MAN THESE OFFICES. HE ADDED THAT THE U.S. WOULD PROBABLY VIEW THESE OFFICES POSITIVELY SHOULD THE GOR DECIDE TO GO AHEAD.

4. PLAISEANU OUTLINED GOR IDEA TO SPONSOR TRADE SEMINARS IN 1979 TO ENCOURAGE INCREASED COOPERATION WITH ROMANIA. GIVEN ROMANIA'S GOAL (INCREASED ROMANIAN PURCHASES) BEWT QUESTIONED WHETHER THE SEMINAR FORMAT WAS A PROPER VEHICLE. IT APPEARS THAT THE TOPICS, ESPECIALLY TECHNOLOGY TRANSFER, WOULD REQUIRE EXTENSIVE INDIVIDUAL CONSULTATION WITH FIRMS AND WOULD NOT BE CONDUCIVE TO GROUP DISCUSSION. IN ANY CASE, GOR SHOULD NARROW THE TOPICS AND CAREFULLY PLAN ANY EVENT. ROMANIA SHOULD ALLOW NINE MONTHS TO ONE YEAR LEAD TIME, HIRE A PUBLIC RELATIONS FIRM TO PROMOTE THE MEETING, PROVIDE SPECIFIC PROJECT INFORMATION, AND ASSURE THAT QUALIFIED ROMANIAN TECHNICIANS WILL ATTEND. BOWIE TOLD PLAISEANU THAT IT WOULD BE MOST PRODUCTIVE IF GOR OFFICIALS AT UNCLASSIFIED

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THESE SEMINARS COULD INDICATE HOW MUCH MONEY WAS ALLOCATED IN THE FIVE-YEAR PLAN FOR THE AREAS UNDER DISCUSSION. WE RECOMMENDED THAT PLAISEANU TALK WITH HIS EAST GERMAN AND HUNGARIAN COLLEAGUES ABOUT THEIR RECENT SEMINARS, ALTHOUGH WE CAUTIONED THAT THEY WERE SELLING, NOT BUYING AND THEREFORE EXPERIENCES ARE NOT COMPLETELY COMPARABLE.

5. PLAISEANU ALSO WONDERED IF COMMERCE OR ANY OTHER AGENCY OR ORGANIZATION HAD A LIST OF ALL PROJECTS IN THE U.S. THAT WOULD COME UP FOR BIDS IN 1979. WE TOLD HIM THAT AS FAR AS WE KNEW THEREAS NO SUCH LIST. WE SUGGESTED THAT HE READ COMMERCE BUSINESS DAILY BUT WARNED HIM THAT GOR MIGHT NOT BE A QUALIFIED BIDDER BECAUSE OF BUY AMERICAN LAWS, ETC. VANCE

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## Message Attributes

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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014